

Message Text

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ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 AID-05 /019 W

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P 221741Z AUG 75

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC PRIORITY 5605

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E.O. 11652: N/A

TAGS: BEXP, PA

SUBJECT: AIRPORT IMPROVEMENT IN PARAGUAY

REF: A) STATE 192922, AUG. 15, 1975; A-4020, JUNE 11, 1975

1. BOTH REFERENCE DOCUMENTS DEAL WITH POSSIBLE IBRD FINANCING OF IMPROVEMENTS IN SEVERAL OF PARAGUAY'S SMALL DOMESTIC AIRPORTS.

2. THE IMPROVEMENTS (AS NOTED IN REF DOCS) CONSIST OF PAVING AND LIGHTING OF RUNWAYS AND INSTALLATION OF NAVIGATIONAL AIDS AND COMMUNICATION EQUIPMENT AT THE FOLLOWING CITIES AND TOWNS; ENCARNACION, CONCEPCION, PILAR, PEDRO JUAN CABALLERO, FILADELFIA, MARISCAL ESTIGARRIBIA, BAHIA NEGRA.

3. THIS HAS BEEN PET PROJECT OF GOP FOR SEVERAL YEARS, BUT HAS NOT CHANCE OF REACHING FRUITION IF LOCALLY FINANCED. IT SHOULD BE STRESSED THAT IBRD HAS APPARENTLY GIVEN COMMITMENT ONLY FOR FEASIBILITY STUDIES, AND THAT PROJECT MAY NOT COME ABOUT IN FORESEEABLE FUTURE. GOP OFFICIALS CONTACTED SPOKE OF PRELIMINARY TALKS WITH BANK, SO IT IS NOT CLEAR THAT IBRD HAS ACTUALLY COMMITTED FUNDS FOR FEASIBILITY AND DESIGN STUDIES. THE TENOR OF REFTL MAY BE SOMEWHAT OVER OPTIMISTIC.

4. SOURCE IN ADMINISTRATION NACIONAL DE AEROPUERTOS CIVILES (ANAC) STATES IBRD REPRESENTATIVE B.R.

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ZATTERSTROM SUPPLIED FOLLOWING LIST OF CONSULTING

FIRMS WHICH ANAC HAS CONTACTED: AIRWAYS ENGINEERING, WASHDC; INTERNATIONAL ENGINEERING, SAN FRANCISCO; JAC-JAPANESE AIRPORT CONSULTANTS, TOKYO; RENARDET-SAUTI, ROME; BRYAN COLQUHOUN AND PARTNERS, LONDON; N.V. NACO, NETHERLANDS (CITY NOT KNOWN); BCEOM, PARIS; AND MONTREAL ENGINEERING LTD., MONTREAL.

5. OTHER FIRMS WISHING TO PROVIDE GOODS AND SERVICES SHOULD CORRESPOND WITH ANAC, ADDRESSING THEMSELVES TO: SENOR PRESIDENTE, CONSEJO DE ADMINISTRACION, ADMINISTRACION NACIONAL DE AEROPUERTOS CIVILES, CORONEL DEM RUBEN ESPINOLA, A/C MINISTERIO DE DEFENSA NACIONAL, AVDA. MARISCAL LOPEZ Y VICE PTE, SANCHEZ, ASUNCION, PARAGUAY.

A CARBON COPY SHOULD BE SENT TO: SENOR ADMINISTRADOR GENERAL, ADMINISTRACION NACIONAL DE AEROPUERTOS CIVILES, TENIENTE CORONEL DEM FULVIO RAMOS CUBILLA, A/C MINITRERIO DE DEFENSA NACIONAL, AVDA. MARISVAL LOPEZ Y VICE PTE, SANCHEZ, ASUNCION, PARAGUAY.

6. BREAKDOWN OF REQUIRED GOODS AND SERVICES IS NOT AVAILABLE AT THIS EARLY STAGE. IF THIS PROJECT BECOMES A REALITY, U.S. FIRMS WILL HAVE EXCELLENT OPPORTUNITIES FOR EXPORT SALES, THOUGH OF MODEST SIZE, PARAGUAYAN AVIATION OFFICIALS ARE WELL DISPOSED TOWARDS AMERICAN EQUIPMENT BECAUSE OF FAMILIARITY AND KNOWN RELIABILITY. AS ELSEWHERE, STRONG COMPETITION COMES FROM FRANCE; ANAC TECHNICIAN MADE STUDY TRIP THERE IN 1973. ITALIAN AND ISRAELI FIRMS ARE ALSO STATED TO HAVE APPROACHED ANAC ON THESE PROJECTS.

7. WE STRONGLY ADVISE ANY U.S. FIRM WISHING TO PURSUE THESE PROJECTS TO WORK WITH A LOCAL REPRESENTATIVE OR ASSOCIATE. WE ARE PREPARING TRADE LIST WHICH WILL BE FORWARDED SEPARATELY.

8. WILL ASSIST WEBB UPON ARRIVAL.
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Message Attributes

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Margaret P. Grafeld
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